

I CLAIM

1. An automated sales method for the moving and storing industry comprising:

- a. inputting into the computer system of the mover entity the customer identity and needs,
- b. entering into the computer system of the mover entity an appointment date for the customer and the field sales representative of the mover entity,
- c. transmitting the customer identity, needs and appointment information file to the field sales representative. Entering into the customer file at the customer location the details of the material to be moved,
- d. processing the details of the material to be moved to produce an estimate of the details for moving the material and an order for moving the material, and
- e. transmitting the estimate and order to the computer of the mover entity for further processing.

2. An automated sales system for the moving and storing industry comprising:

- a. means for inputting into the computer system of the mover entity the customer identity and needs,
- b. means for entering into the computer system of the mover entity an appointment date for the customer and the field sales representative of the mover entity,

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- c. means for transmitting the customer identity, needs and appointment information file to the field sales representative. Entering into the customer file at the customer location the details of the material to be moved,
- d. means for processing the details of the material to be moved to produce an estimate of the details for moving the material and an order for moving the material, and
- e. means for transmitting the estimate and order to the computer of the mover entity for further processing.